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MEDIA RELEASE

**Strong business growth prompts appointment of new key account manager**

Grant Samuel Funds Management (GSFM) has appointed Huw O’Grady to the newly created role of key account manager – Victoria. The role has been created as a result of the strong growth the business has experienced over the past 12 months.

In this new role, Mr O’Grady will work alongside the existing state manager Victoria, Steve Fletcher, and will report to Damien McIntyre, head of distribution at GSFM.

Mr O’Grady has over 14 years experience in business development in financial services, and was most recently key account manager with Australian Unity. Prior to this he was Australian Unity’s business development manager for Victoria, South Australia and Western Australia. He has also worked for Orchard Funds Management, Asgard Wealth Solutions, Ord Minnett, Macquarie Bank and Morgan Stanley in London.

Mr McIntyre says the expansion of the team is a reflection of the strong business growth experienced during 2014, and recognition that Victoria is a key market for GSFM.

“The high level of funds inflows for all our business partners and the success of our partnership approach means that the creation of this role is an important step in our growth strategy,” Mr McIntyre says.

“Huw is a senior appointment and his broad experience spans global and Australian equities, fixed income, property and non-traditional asset classes. His appointment will significantly increase the depth and breadth of our business development capabilities.”

The move follows the retail funds flows for the Grant Samuel Epoch Global Equity Shareholder Yield fund recently surpassing the \$1.5 billion in assets under management mark, along with the addition of it as an investment option on the Colonial First State FirstChoice platform.

As well, the Grant Samuel Triple3 Volatility Advantage Fund was recently added as an investment option on Macquarie wrap and was also awarded a “Recommended” rating from Lonsec.

“Huw’s background and experience round out the skill set of the business development team, and makes him an excellent fit with the business, as it prepares for another big year of adviser demand in 2015.

“His proven track record and strong industry network will serve GSFM well as it positions itself for its next phase of growth.”

Mr O’Grady holds Bachelors degrees in Commerce and Arts from Deakin University, Melbourne and is currently studying towards an MBA at the Melbourne Business School.

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***Grant Samuel Funds Management (GSFM)*** was established in July 2007 and is a subsidiary of the Grant Samuel Group, and co-owned by the executives of GSFM. Grant Samuel Group is an independent investment advisory house founded in 1988 and owned by its executives. GSFM specializes in marketing funds managed by high calibre local and international managers to Australian institutional and retail investors.

*GSFM formed an alliance in October 2007 with New York based Epoch Investment Partners, Inc. to distribute Epoch’s investment products to Australian clients.*

*In May 2008, GSFM acquired an equity stake in Tribeca Investment Partners, a successful Australian boutique manager which has been investing clients’ funds since 1999.*

*In May 2011, GSFM formed a relationship with Payden & Rygel, a Los Angeles based independent investment management firm established in 1983, to distribute its global fixed income and absolute return strategies in the Australian market.*

*In early 2014, GSFM established a relationship with Triple Three Partners Pty Ltd (Triple3) a boutique research and investment management firm based in Sydney. Triple3 specialises in volatility as an asset class. The first fund from this relationship the Triple3 Volatility Advantage Fund was launched in May 2014.*

*GSFM currently represents over \$4.8 billion funds under management (as of 31 October 2014). For more information about GSFM please visit the website:*

[www.grantsamuelfunds.com.au](http://www.grantsamuelfunds.com.au)